

## Message Text

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PAGE 01 STATE 045262  
ORIGIN AGRE-00

INFO OCT-01 EUR-12 EA-10 IO-13 ISO-00 STR-07 EB-08  
CEA-01 CIAE-00 COME-00 DODE-00 FRB-03 H-01 INR-10  
INT-05 L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00  
AID-05 SS-15 ITC-01 TRSE-00 USIA-06 SP-02 SOE-02  
OMB-01 DOE-11 /127 R

DRAFTED BY AGRICULTURE/JHUDSON/JEH  
APPROVED BY STR/WBKELLY,JR  
STR:JSTARKEY  
STR:AHUGHES  
EB/OT/TA:DPATTERSON

-----113765 220809Z /11

R 220231Z FEB 78  
FM SECSTATE WASHDC  
TO AMEMBASSY HELSINKI  
INFO AMEMBASSY BONN  
AMEMBASSY BRUSSELS  
AMEMBASSY CANBERRA  
AMEMBASSY COPENHAGEN  
USMISSION GENEVA  
AMEMBASSY THE HAGUE  
AMEMBASSY LONDON  
AMEMBASSY LUXEMBOURG  
AMEMBASSY OSLO  
AMEMBASSY OTTAWA  
AMEMBASSY PARIS  
AMEMBASSY REYKJAVIK  
AMEMBASSY ROME  
AMEMBASSY STOCKHOLM  
AMEMBASSY TOKYO  
AMEMBASSY VIENNA  
AMEMBASSY WELLINGTON

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USMTN/A;LSO FOR USEEC

E.O. 11652: N/A

TAGS: ETRD, MTN

SUBJECT: U.S. OFFERS IN THE MTN ON AGRICULTURAL TARIFFS

REF: HELSINKI 453

1. IN MAKING ITS INITIAL OFFER OF JANUARY 23, THE UNITED STATES RESPONDED TO REQUESTS FOR TARIFF CUTS IN MOST CASES ONLY WHEN THE REQUEST CAME FROM THE COUNTRY THAT WAS THE PRINCIPAL SUPPLIER OF THE PRODUCT IN 1976. THE UNITED STATES TOOK THIS POSITION BECAUSE OF THE UNCERTAINTY INVOLVED IN RECEIVING ADEQUATE RECIPROCITY FOR THE GRANTING OF CONCESSIONS ON REQUESTS FROM COUNTRIES OTHER THAN THE PRINCIPAL BENEFICIARIES, AND BECAUSE OF THE LONG-STANDING GATT PRACTICE OF RESPONDING INITIALLY TO REQUESTS RECEIVED FROM PRINCIPAL SUPPLIERS.

2. THE UNITED STATES BELIEVES THAT AN OFFER IN RESPONSE TO A COUNTRY THAT IS NOT THE PRINCIPAL SUPPLIER WOULD GENERALLY NOT BE APPROPRIATE FOR THE REASONS INDICATED. HOWEVER, IF THE COUNTRY BELIEVES THAT IT WOULD SUBSTANTIALLY BENEFIT FROM SUCH A CONCESSION AND CAN CITE THESE BENEFITS IN RELATION TO THE BENEFITS THAT WOULD BE DERIVED BY THE PRINCIPAL SUPPLIER, THE UNITED STATES WOULD BE PREPARED TO REVIEW THE QUESTION OF WHETHER AN OFFER COULD BE MADE.

3. IN DETERMINING THE APPROPRIATENESS OF AN OFFER IN SUCH CASES THE UNITED STATES WILL TAKE INTO ACCOUNT, NOT ONLY LIMITED OFFICIAL USE

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THE POSSIBLE BENEFIT OF THE CONCESSION TO THE REQUESTING COUNTRY, BUT ALSO THE BENEFIT THAT WOULD ACCRUE TO THE PRINCIPAL SUPPLIER AND THE RECIPROCITY THAT SHOULD THEREFORE BE EXPECTED FROM THE PRINCIPAL SUPPLIER. IN ADDITION, THE UNITED STATES WILL TAKE INTO ACCOUNT THE COMPENSATION THAT IS OFFERED BY THE COUNTRY THAT IS NOT THE PRINCIPAL SUPPLIER AND THE PROBABLE ECONOMIC EFFECT OF A U.S. TARIFF REDUCTION ON U.S. PRODUCERS AND WORKERS. VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TARIFFS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 feb 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE045262  
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**Document Unique ID:** 00  
**Drafter:** JHUDSON/JEH  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** ONLY  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Review Transfer Date:**  
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**TAGS:** ETRD, MTN  
**To:** HELSINKI USMTN  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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20 Mar 2014  
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